



Transforming Healthcare through Data-Driven Solutions

**Testimony by Daniel Mingle, MD, MS  
Founder, President, and CEO of Mingle Analytics, INC**

**In Support of L.D. 390**

***An Act Making Unified Appropriations and Allocations for the Expenditures of State Government, General Fund and Other Funds, and Changing Certain Provisions of the Law Necessary to the Proper Operations of State Government for the Fiscal Years Ending June 30, 2018 and June 30, 2019***

**Joint Standing Committee on Appropriations and Financial Affairs  
Joint Standing Committee on Labor, Commerce, Research & Economic Development**

**February 14, 2017**

Senators Hamper and Volk, Representatives Gattine and Fecteau, and Distinguished Members of the Joint Standing Committees on Appropriations and Financial Affairs and Labor, Commerce, Research & Economic Development:

My name is Daniel Mingle. I am the Founder, President, and CEO of Mingle Analytics, INC. I live in South Paris, Maine where Mingle Analytics is headquartered. I am submitting this written testimony in support of the Governor's proposed initiative related to the Maine Venture Fund. The initiative proposes \$500,000 in new, ongoing funding for the Maine Venture Fund (MVF).

MVF is a professionally managed venture capital fund that invests exclusively in Maine-based companies that demonstrate a potential for substantial growth and success that will contribute to Maine's prosperity. In its twenty-year history, the Maine Venture Fund has relied on sporadic general obligation bond funding to execute its mission. Since inception the Fund has invested over \$16 million in 60 Maine companies and has a current portfolio of 25 companies. A successful engagement for MVF is when the company it funds goes to a new equity event which buys out MVF at some multiple of the initial MVF investment. The funds thus grown can then be used to invest in additional Maine-based companies fueling additional economic growth in the State. It's the classic "gift that keeps on giving".

Our story is illustrative of the value of MVF. Registered as a corporation in the State of Maine, we opened for business in January, 2012. We've rapidly dominated the national market as a Quality Reporting vendor, submitting annual quality-of-care reports to Medicare for clients to comply with Medicare's Physician Quality Reporting System requirements. In our third submission season, ending March 31, 2015, we were ranked by Medicare as the second largest vendor of our kind, nationally, by volume of submissions. In our fourth submission season, we served 32,000 healthcare providers in 2,000 practices in 50 States representing a broad spectrum of practice size, provider credentials, and provider specialty. We currently have 56 employees, ¾ of whom reside and pay taxes in the State of Maine. All of this is managed from our sole office and



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headquarters in Market Square, South Paris, Maine. Broadband internet connection and innovative use of remote technologies allows us to both serve clients throughout the United States and to employ and manage talented staff wherever in the nation we find them.

We have learned that it takes a community to grow a great business and we dip liberally into community resources. We have engaged SCORE counselors from the Oxford Hills and Portland chapters. We have received funding and guidance from Maine Technology Institute. We have enjoyed mentoring from the Maine Center for Entrepreneurial Development. We are a Pine Tree Zone company through the Maine Department of Economic and Community Development. We enjoy debt financing through our local Community Concepts Finance Corporation. The Finance Authority of Maine helps to "guarantee" a package of debt from Sanford Institute for Savings.

Predominantly owner financed and "bootstrapped", we are now poised to become the Nation's leading vendor serving Medicare's new Quality Payment Program. It is a challenge that requires equity financing to achieve our potential and further accelerate our growth. We recently completed our first round, the so-called "seed round" of equity financing in which MVF played a pivotal role. Not only did MVF invest, but their investment gave other investors the confidence required to participate. MVF financial "due diligence" was used by others to help gain confidence in the investment. MVF introductions put us in front of other investors. MVF policies and protocols have helped pull us to a higher standard of corporate discipline proportionate to our growth and potential. MVF attendance at our Board meetings brings experience and perspective to our deliberations. We are approaching a much bigger finance round in the next year. MVF was pivotal in preparing us for this next round.

The anti-rural prejudice we have run into as we get out into the market has been as surprising as it has been disturbing. "How can you do anything credible in this space from rural Maine" is a common sentiment that has limited funding and growth from many quarters. It is gratifying to see this prejudice disappear as our business grows. MVF has been a potent force to help get us past those biases.

This annual appropriation for a valuable and proven entity will ensure that it can remain consistently active in the market, providing much-needed capital and guidance for Maine's early-stage scalable companies.

We hope you will support this appropriation and thereby help improve Maine's economy. We would be happy to answer any questions you may have.

Thank you for your time and consideration.